



# U.S.-PANAMA TRADE PROMOTION AGREEMENT

## Indiana Farmers Will Benefit

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The U.S. agricultural sector has a great deal to gain from the pending U.S.-Panama Trade Promotion Agreement, known as the Panama TPA. The agreement will immediately eliminate duties on nearly 50 percent of current U.S. exports and gives U.S. exporters improved access to the Panamanian market for many products that have been highly protected. U.S. agricultural exports to Panama in 2010 exceeded \$450 million.

The Panama TPA agreement eliminates tariffs and other barriers on most agricultural products, increasing export opportunities for a range of Indiana's agricultural products, including feed grains, soybeans, and pork. Indiana's agricultural exports to all countries, estimated at \$3.4 billion in 2010, supported about 28,600 jobs, on and off the farm. These export sales make an important contribution to the Indiana farm economy, which had total cash receipts of \$9.6 billion in 2010.

### Corn

- Panama will provide immediate duty-free access for corn with a 298,700-ton tariff-rate quota (TRQ) that will grow 3 percent annually. The 40-percent over-quota tariff will be eliminated in 15 years.
- The current zero-tariff treatment for crude corn oil will be locked in place immediately. For refined corn oil, Panama will provide immediate duty-free access within a 368-ton TRQ that grows each year by 5 percent. The 30-percent over-quota tariff on refined corn oil will be phased out within 10 years.

### Soybeans and Products

- Panama's current zero-tariff treatment for soybeans and soybean meal will be locked in place immediately upon implementation of the agreement.
- The current zero-tariff treatment for crude soybean oil will also be locked in place immediately, while the 20-percent tariff on refined soybean oil will be phased out in 15 years.

### Pork

- Panama will provide immediate duty-free access, within preferential TRQs, for 2,554 metric tons of U.S. pork products, including 1,600 tons of fresh and frozen pork cuts, 636 tons of pork fat and bacon, and 318 tons of processed pork. Most of these products currently face tariffs of 70 percent. The TRQ quantities will expand and over-quota tariffs will be eliminated in 15 years.
- Panama will immediately eliminate its 10-percent tariff on pork variety meats.
- Panama has already implemented a December 2006 bilateral agreement with the United States on sanitary/phytosanitary measures (SPS), recognizing the equivalence of the U.S. meat inspection system and thereby allowing U.S. inspectors to certify pork for export to Panama without having each facility and shipment inspected by Panamanian authorities.

### Dairy Products

- U.S. exporters will have immediate duty-free access to nine preferential dairy TRQs, totaling 3,986 tons. These include 2,625 tons of skim milk powder, 728 tons of cheese, 263 tons of ice cream, and 370 tons of other dairy products. These quantities will grow by 4 or 5 percent each year and the over-quota tariffs, which range from 15 percent for ice cream to 50 percent for milk powders, will be phased out in 15 to 17 years.

- U.S. dairy exporters will continue to have access to the global TRQs for 3,830 tons of milk powder and 3,782 tons of cheese that are part of Panama's World Trade Organization (WTO) commitments.
- Panama will immediately eliminate its 30-percent tariff on dried whey products. The tariffs on most other dairy products, which are currently as high as 140 percent, will be phased out over 15 years.
- Panama has already implemented a December 2006 bilateral agreement with the United States on SPS, recognizing the equivalence of the U.S. food safety systems for processed foods, including dairy products, and streamlining its product registration system for packaged foods. This will allow U.S. food processors to export dairy products to Panama without burdensome paperwork and without having each facility and shipment inspected by Panamanian authorities.

#### **Beef**

- Panama will immediately eliminate its 30-percent duty on the products most important to the U.S. beef industry – prime and choice cuts. Panama's tariffs on other cuts of beef will be phased out over 15 years.
- The 10-percent tariff on beef tongues and livers will be eliminated in 5 years, and the 15-percent tariff on other edible offal will be eliminated immediately.
- Panama has already implemented a December 2006 bilateral agreement with the United States on SPS, reopening its market to U.S. beef by bringing its import requirements related to bovine spongiform encephalopathy into compliance with international standards.
- Panama also accepted the equivalence of the U.S. meat inspection system, which allows U.S. inspectors to certify beef for export to Panama without having each facility and shipment inspected by Panamanian authorities.

<b>Indiana</b>		
<b>Principal Agricultural Products and Exports, 2010</b>		
<b>Product</b>	<b>Cash Receipts</b> (2010 calendar year)	<b>Exports</b> (2010 fiscal year)
<b>Total</b>	<b>\$9.6 billion</b>	<b>\$3.4 billion</b>
Feed Grains	\$3.5 billion	\$802 million
Soybeans and Products	\$2.7 billion	\$1.7 billion
Hogs and Pork	\$1 billion	\$215 million
Dairy Products	\$590 million	\$5 million
Cattle and Beef	\$273 million	\$19 million
	Source: USDA-NASS	Source: USDA-ERS

*For questions about the U.S.-Panama Trade Promotion Agreement and its impact on U.S. agriculture, please contact FAS Public Affairs at (202) 720-7115 or [LPA@fas.usda.gov](mailto:LPA@fas.usda.gov).*